Coming in October

Lincoln-Mercury will introduce the Merkur XR4Ti in October. It is a version of the Ford Sierra.

Mercury Merkur intro scheduled for October

Lincoln Mercury's introduction of the German-built Merkur XR4Ti, pushed back by the German metalworkers' seven-week strike, is slated for sometime in October.

The two-door, five-passenger sports sedan, designed and engineered by Ford of Germany, is powered by a turbocharged electronically fuel-injected 4-cylinder engine. The car is a version of the Ford Sierra.

The Merkur XR4Ti's body design has no traditional grille and no bright plating. With its unusual biplane rear spoiler, drag coefficient is 0.32.

The Merkur has fully independent front and rear suspension, variable-ratio power rack-and-pinion steering, power disk/drum brakes, a five-speed manual overdrive transmission and a turbocharged engine.

Also standard are air conditioning, power windows, AM/FM stereo cassette four-speaker radio, eight-way adjustable front seats, power mirrors and rear washer/wiper system.

Only a few items are available as options: Metallic paint, heated seats, manual three-way glass sunroof, three-speed automatic transmission and leather seat trim.

The XR4Ti is 178.4 inches long, 54.8 inches high, 68.0 inches wide and sits on a 102.7-inch wheelbase. Curb weight is 2,910 pounds.

Combined city-highway fuel economy figures are 23.8 MPG for the manual and 22.3 MPG for the automatic.

GM, UAW open training center in Saginaw

SAGINAW, Mich. — General Motors and the UAW have established a Skills Development and Training Center here to assist Region 1-D laid-off GM-UAW workers in job retraining and job placement.

Approximately 5,700 persons from the Bay City-Saginaw area will be eligible to participate in the program. It is estimated that some 1,500 persons will be served by the program during its first year of operation.

'Test drive' takes Chevy salesman through 3 states

ATLANTIC CITY. — Rudolph Jean-Louis, a salesman for the Chevrolet 21 dealership here, apparently thought he was assisting a customer who wanted to see a vehicle and take it for a test drive.

He got the tags for a 1984 Camaro Z28 and let the "customer" take the wheel, according to local police.

But instead of a two-mile test spin, the salesman was taken on a drive through three states. When the salesman did not return, officials at Chevrolet 21 reported to police that their salesman apparently had been abducted.

Police received a phone call that evening from state police on the Connecticut Turnpike who said that they had located the salesman. The "customer" had stopped the car at a toll booth but did not have the money for the toll. At that point, the "customer" exited the vehicle. The salesman slid behind the wheel and drove away.

The salesman was unharmed and was on his way back from Connecticut late that night. The "customer" is being sought by police.

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60th year — No. 5037

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Total is 189,209, up 17 pct. over 1983

U. S. car sales climb in mid-August

By Jenny L. King
Staff Writer

Domestic new-car sales snapped their one-period losing streak with a 17.45-percent gain Aug. 11-20. Sales on a daily-rate basis were up an even more impressive 32.13 percent, with eight days in the period this year compared with nine in 1983.

U. S. new-car sales for mid-August totaled 189,209, up 17.45 percent from 161,104 a year ago and up 42.95 percent from the paltry 132,356 recorded two years earlier.

The most recent daily selling rate averaged 23,651, 32.13 percent ahead of the 17,900 of a year ago.

Ford Motor Co. reported the biggest sales gain for the mid-month period, up 25.48 percent, to 46,138 from 36,769 last year (up 41.18 percent daily rate). General Motors sales were up 16.07 percent, to 112,259 from 96,720 (up 30.57 percent daily rate).

Chrysler Corp. sales of 21,863 passenger cars were up 14.02 percent from 19,174 (up 28.31 percent daily rate). American Motors reported estimated sales of 4,800 cars, up 11.63 percent from 4,300 (plus 25.52 percent daily rate).

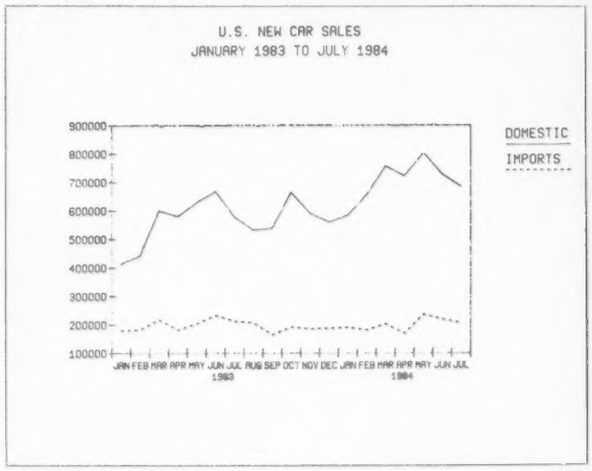
Honda was up 20.70 percent, to 2,525 from 2,092 (up 36.21 percent daily rate), and Volkswagen dropped 20.74 percent, to 1,624 from 2,049 (down 10.96 percent daily rate).

• Ford's sales increase earned it an extra 1.5 percentage points of the market, climbing to 24.38 percent from 22.82 percent last year. GM slipped to 59.33 percent from 60.04 percent. Chrysler was off to 11.56 percent from 11.90 percent. AMC sales represented 2.54 percent of the total, down from 2.67 percent. Honda earned 1.33 percent, up from 1.30 percent, and VW dropped to 0.86 percent from 1.27 percent.

Sales profiles for the various domestic makes included increases at Chrysler Corp. of 5.26 percent for Plymouth, 16.25 percent for Chrysler and 19.97 percent for Dodge. Ford Motor Co.'s Ford was up 21.74 percent, Mercury was up 36.84 percent and Lincoln was up 17.02 percent.

At GM, Buick was up 10.38 percent, Cadillac was up 9.49 percent, Chevrolet was up 23.63 percent, Oldsmobile was up 7.01 percent and Pontiac was up 27.11 percent.

AMC was down 44.44 percent and Renault was up 26.47 percent. VW dropped 20.74 percent and Honda was up 20.70 percent.



DOMESTIC SALES

	Aug. 11-20, 1984	Aug. 11-20, 1983
Renault Alliance/Encore	4,300†	3,400†
AMC	500†	900†
AMERICAN MOTORS	4,800†	4,300†
Chrysler	7,810	6,718
Imperial	.....	46
Plymouth	5,979	5,680
Dodge	8,074	6,730
CHRYSLER CORP.	21,863	19,174
Ford	28,901	23,739
Mercury	13,737	10,039
Lincoln	3,500	2,991
FORD MOTOR CO.	46,138	36,769
Buick	25,254	22,879
Cadillac	7,984	7,292
Chevrolet	36,958	29,894
Oldsmobile	24,119	22,538
Pontiac	17,944	14,117
GENERAL MOTORS	112,259	96,720
VOLKSWAGEN	1,624	2,049
HONDA	2,525	2,092
U. S. INDUSTRY TOTAL	189,209	161,104

† Estimated

DeLorean's acquittal spurs demand for car

Interested in a DeLorean sports car? A lot of people apparently have become so since John Z. DeLorean was acquitted of drug charges on Aug. 16.

"Sales have been incredible. There are only 20 left," said Donald L. Bowman, general manager of the DeLorean Division of Consolidated Stores Corp. of Columbus, O.

Consolidated purchased the 1,849-unit inventory of the bankrupt DeLorean Motor Co. and has been selling new DeLoreans since February, 1983.

Bowman said, "We've sold 78 cars since Thursday afternoon . . . We're selling them at $22,500. We didn't raise our price, though I'm sure we could have."

He noted that Consolidated has a "tremendous" spare parts supply which it distributes through Kapac, Inc., of Columbus.

Spenseley Chevrolet, Cohasset, Mass., also experienced renewed interest in the DeLorean — it had two new models in storage since 1981 — after the former car maker's acquittal. But interest is apparently waning.

"The first three or four days (following the acquittal) we had a number of inquiries. We sold one the very next day and wrote a deal on the other one but the buyer couldn't get financing. We didn't get a replacement order," said Dewey Beach, sales manager.

The cars sold for $26,175, the 1981 suggested retail price, Beach said.

Don Massey Cadillac, Inc., Plymouth, Mich., sold its two used DeLoreans as a result of telephone inquiries it received after the DeLorean acquittal, according to John Schott, used-car manager. He said they sold at a little over the price they would have brought several months ago.

"I'd say, if we had a half dozen, we'd have sold them all," he said.

National, N.K.K. sign

PITTSBURGH. — Executives of National Intergroup, Inc. and Nippon Kokkan K.K. finalized the agreement by which N.K.K. will buy a 50-percent stake in National Steel Corp., owned by NII, for $292 million in cash and notes.

Auto makers battle to build sleek cars

Aerodynamics: A weapon in styling and sales

By Jeff Spivak
Detroit Reporter

Terry Henline drew a crowd around his latest styling creation, the new Grand Am: Talking aero. Talking sloped hood, raked windshield and brusque rear window. Talking 1985.

Pontiac's chief exterior designer talked his way to the heart of the matter: "It's got nice touches," he said. "It's more rounded and the back lights are different than past practice, but the car's not aerodynamically driven."

Yes, the U.S. auto makers have added more artillery to the design war. But in the battle to establish more sleek—and modern—cars to appease the yuppies, the '85 model year won't witness the aerodynamic innovations of the previous two years.

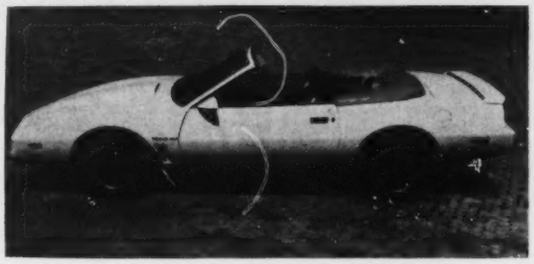
General Motors has unveiled to the press a new line of sporty cars, the GM20 or N-body cars, of which the Grand Am is Pontiac's version. The now-familiar GM look consisting of sloping hood, right-angle notchback roofline and high rear deck makes an appearance on yet another platform.

Pontiac, though, will steal the show by introducing the car with what it claims will be the lowest drag coefficient of any production vehicle in the world.

Ford Motor Co. will enter Chrysler's mini-van market, having applied its aero approach for the Aerostar. The extreme wind-tunnel design, with the windshield and hood planes sloped at almost the

Continued on Page 36, Col. 3

CAMARO OR FIREBIRD — "CONVERTIBLES"



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Volvo honors 14 salespeople for performance

ROCKLEIGH, N. J.—Fourteen Volvo salespeople have been elected to the North American Top Car Guild and invited to participate in a study trip to Volvo North American headquarters here.

The salespeople are being honored, said William J. Hoover, marketing vice president, for their high levels of performance and professionalism.

Guild members are: Bruce P. Andrews, Orange County Volvo, Garden Grove, Calif.; William C. Wasilewski, Volvo City West, Milford, Conn.; Hashim Dadabhoy, S.T.S. Motors, Scarborough, Ont., and Daniel Trent Weaver, Weaver Brothers, Raleigh, N. C.

More are: Robert M. McLean, 1500 Best Motors, Rochester, N. Y.; Donald R. Moonen, Brentwood Volvo, St. Louis; Bradford F. Hughes, Chapman Motors, Halifax, Nova Scotia; Robert J. Fredeen, Herzog Motors, Beaverton, Ore., and Steve Lehrer, Dyer & Dyer, Chamblee, Ga.

Rounding out the group are: Athur E. Awe, Volvoville U.S.A., Massapequa, N. Y.; Phillip Bazell, N. W. McKevitt, Berkeley, Calif.; John Pfau, Volvo Sales & Service Center, Lisle, Ill.; Herb Pinney Sr., Golden Imports, Beaumont, Tex., and Cameron MacPherson, Specialty Motor Cars, North Vancouver, B. C.

New York dealers form DADD chapter

NEW YORK. — James Farley, president of the Greater New York Automobile Dealers Asn., announced the formation of a local chapter of Dealers Against Drunk Driving (DADD).

The local unit is part of a national movement of auto dealers. DADD seeks to educate all segments of the community about the tragedies caused by driving while intoxicated.

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IMPORT SALES BY MODEL

	July, 1984	July, 1983	7 Mos., 1984	7 Mos., 1983
Alfa Romeo	325	223	2,056	2,007
Audi	4,013	4,655	43,836	27,439
4000	527	986	8,730	6,846
400d	.....	46	.....	834
4000S LE	293	.....	1,198	.....
4000S Quattro	311	.....	2,510	.....
5000S	2,243	2,309	25,513	10,635
5000S turbo gas	366	172	3,542	3,528
5000d/td	.....	680	.....	3,730
Quattro	2	10	44	226
Coupe	271	329	2,299	1,987
Tourist	.....	123	.....	653
BMW	5,066	5,102	42,011	31,782
318/320	2,040	3,010	20,068	17,991
325	1,108	.....	6,946	.....
528/533	1,172	1,470	8,812	9,150
633CSI	189	221	1,699	1,473
733	557	401	4,576	3,168
Chevrolet Sprint	1,436	.....	4,514	.....
Chrysler/Mitsubishi	7,107	10,416	46,826	58,641
Colt (Dodge/Plymouth)	5,118	7,325	34,549	40,238
Conquest/Sapporo/Challenger	530	3,091	4,744	18,403
Vista (Dodge/Plymouth)	1,459	.....	7,533	.....
Fiat	.....	386	.....	4,489
Honda	30,255	30,526	226,128	212,489
Civic	12,429	12,856	78,718	84,416
Civic CRX	2,446	.....	23,665	.....
Accord	10,231	12,725	81,874	110,409
Prelude	5,149	4,945	41,871	17,664
I.A.I.	255	.....	1,149	.....
Bertone	98	.....	379	.....
Pininfarina	157	.....	771	.....
Isuzu	1,499	2,042	9,492	11,880
I-Mark	247	605	2,214	8,714
Impulse	1,252	1,437	7,278	3,166
Jaguar	1,329	1,057	10,203	8,790
XJ6	1,025	912	8,388	7,291
XJS	304	145	1,815	1,499
Lancia	.....	46	21	511
Maserati	218	.....	458	.....
Mazda	16,269	14,353	98,299	103,454
GLC	4,330	4,964	26,128	31,718
626	6,922	5,264	40,726	39,997
RX-7	5,017	4,125	31,445	31,739
Mercedes-Benz	2,343	6,060	42,869	41,840
190D	184	.....	3,605	.....
190E	342	.....	7,649	.....
240D	.....	1,040	21	8,039
300D	672	1,647	9,335	10,919
300CD	97	195	942	1,119
300TD	112	238	1,418	1,601
300SD	528	1,654	8,505	10,668
380SE	185	.....	3,411	.....
500SEL	67	387	2,106	2,968
380SL/SLC	118	738	4,900	5,457
500SEC	38	161	977	1,069
Mitsubishi	2,579	3,043	22,172	17,034
Starion	278	556	4,119	3,463
Cordia	1,221	1,120	9,260	6,550
Tredia	1,080	1,367	8,793	7,021
Nissan	42,183	47,946	286,428	323,800
Sentra	17,240	19,332	114,699	130,462
Pulsar	3,482	6,289	21,642	39,142
Stanza	3,252	6,552	25,657	39,981
Maxima	6,154	6,836	38,796	43,426
200SX	5,923	2,212	36,769	22,669
300ZX	5,814	6,294	44,745	44,920
Hawaii	318	431	4,120	3,200
Peugeot	1,652	1,399	11,427	8,923
Porsche	659	2,167	13,117	13,595
944	430	1,481	8,130	7,888
911	121	427	2,949	3,548
928	108	165	1,445	1,632
Tourist	.....	94	593	527
Renault	1,114	4,103	7,600	20,151
LeCar	.....	1,697	.....	9,849
18i	444	877	1,779	2,585
Fuego	670	1,529	5,821	7,717
Saab	2,663	2,197	20,806	16,144
900	526	688	5,043	4,382
900S	717	493	6,248	4,163
Turbo	1,268	975	8,982	7,317
Tourist	152	41	533	282
Subaru	15,097	13,457	93,646	92,776
Toyota	51,962	50,191	321,420	332,308
Starlet	.....	365	258	5,189
Corolla	15,532	13,363	91,800	86,324
Tercel	9,673	13,191	57,037	94,520
Celica	8,231	12,250	51,663	72,936
Supra	2,706	1,716	17,062	17,304
Camry	7,934	5,074	53,760	26,466
Cressida	3,119	3,505	19,622	23,523
Land Cruiser	403	332	1,801	2,842
VanWagon	2,981	.....	21,031	.....
4Runner SR5	1,000	.....	2,531	.....
Hawaii	382	395	4,854	3,204
Other	1	.....	1	.....
Volkswagen	7,924	6,734	67,445	44,316
Rabbit Convertible	1,120	932	8,084	6,206
Jetta	2,526	1,742	25,489	11,864
Vanagon	1,419	1,579	12,469	8,724
Quantum	1,457	1,350	10,259	9,672
Scirocco	1,402	1,131	11,144	7,850
Volvo	10,142	8,549	67,156	56,563
DL	4,223	4,397	31,264	28,333
GL	3,032	1,294	18,284	10,097
GLT Turbo	912	1,389	6,373	8,174
GLE	.....	10	.....	204
DL/GL	554	420	2,701	3,212
Coupe	.....	3	.....	12
760	245	846	2,855	4,249
760 TurboDiesel	273	190	1,997	1,324
760 GT	884	.....	2,551	.....
Tourist	19	.....	1,131	958
TOTAL	206,090	214,606	1,439,079	1,428,932

factories list auction dates

Ford Motor Co.

Aug. 29—Clanton's Auto Auction, Darlington, S. C., and Brasher's Southern California Auto Auction, Fontana, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.

American Motors

Aug. 28—Aptco Auto Auction, Taylor, Mich.

Aug. 29—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 30 — Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 31 — Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

General Motors

Aug. 29—Golden Gate Auto Auction, Fremont, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Sept. 5—Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 6—Nashville Auto Auction, Nashville, Tenn.

Sept. 11—Southern Auto Auction, Warehouse Point, Conn.

Sept. 12—Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Salt Lake Auto Auction, Salt Lake City, Utah.

Sept. 13 — Indianapolis Auto Auction, Indianapolis, Ind.

Sept. 18—South Seattle Auto Auction, Inc., Kent, Wash.

Sept. 19—Brasher's Southern California Auto Auction, Fontana, Calif., and Clanton's Auto Auction, Darlington, S. C.

Sept. 20 — Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Sept. 27—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Model breakdown

Auction Averages

	AUGUST, 1984	JULY, 1984	JUNE, 1984
1984	$9,848	$11,772	$10,601
1983	7,926	7,793	8,284
1982	5,978	6,759	6,185
1981	5,230	5,681	5,091
1980	4,494	4,222	4,358
1979	3,632	4,100	3,963
1978	2,551	2,644	2,432
1977	1,997	2,114	1,830
Overall Average	$5,316	$ 5,560	$ 5,436

Used Car Sales

Auction Averages

August to date	$5,316
Month ago	$5,089
Year ago	$5,159

Ford to acquire Pilkington share of Ford Glass

TORONTO. — Ford Motor Co. has reached an agreement with Pilkington Brothers PLC, of St. Helens, England, to acquire Pilkington's 49 percent interest in Ford Glass, Ltd., of Toronto.

Ford Glass, a subsidiary of Ford Motor Co., supplies curtain-wall systems and other products for high-rise commercial projects.

Ford Glass has a float glass plant in Scarborough, Ont., and the only high-vacuum coating line in Canada at its Downsview (Ont.) plant where it manufactures insulating glass units, mirrors and tempered glass. The firm also operates 19 retail glass centers across Canada.

used-car auction directory

Display Rates: $68.50 per column inch (minimum space 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type—1 time, $21.50; 13 times, $20.00; 26 times, $18.00; 52 times, $15.00. For Frequency Display Rates contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 12 days in advance. Next closing: Aug. 29 for Sept. 10 issue.

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Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

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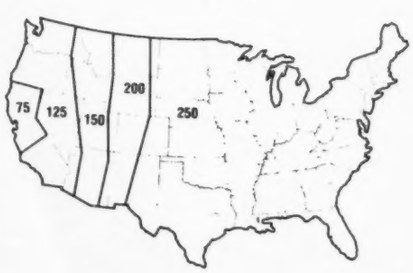

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Domestics lead the way

Month's registrations reach a high for 1984

By Jenny L. King
Staff Writer

The new-car registrations total moved above the 900,000 mark for the first time this year in June, climbing 4.73 percent above the May level and 6.80 percent above the figure for June, 1983.

According to statistics from R. L. Polk & Co., U. S. passenger-car registrations numbered 927,849 in June. The May total was 885,974, and in June, 1983, it was 868,738.

Domestic registrations of 703,901 were up 2.43 percent from May's 687,178. The June figure surpassed the 637,182 of a year earlier by 10.47 percent.

Imports accounted for 24.14 percent of total new-car registrations in June, down from 26.65 percent a year ago, though up from 22.44 percent in May. Import registrations of 223,948 were down 3.29 percent from 231,556 in June of 1983.

As imports dropped 2.51 percentage points for the month, and American Motors dipped 0.36 percentage points (to 1.80 percent), the competition increased shares of the market. Ford Motor Co. was up 1.26 percentage points, to 18.53 percent from 17.27 percent last year.

General Motors gained 0.87 percentage points in June, to 45.65 percent from 44.78 percent. Chrysler Corp. was up 0.45 percentage points, to 9.88 percent from 9.43 percent. Miscellaneous domestics again were too few in numbers to earn a share of the market: They slipped into obscurity from 0.01 percent a year ago.

• Registrations for the first half of 1984 were up 17.76 percent to 5,015,409 from 4,258,857 through June, 1983. Total registrations topped the first half of 1982 by more than 1.2 million, or 32.75 percent. Two years ago the total was 3,778,109.

First-half domestic registrations were up 24.39 percent this year compared with 1983, to 3,816,981 from 3,068,670. The difference between 1984 and 1982 first half totals was 41.47 percent: Two years ago domestics numbered 2,698,079 January through June.

First-half import registrations were up a scant 0.69 percent this year, to 1,198,428 from 1,190,187. Their share of the market plunged more than four percentage points, to 23.90 percent from 27.95 percent.

American Motors, Chrysler and the miscellaneous domestics also lost ground in the first half. AMC was down 0.48 percentage points, to 1.84 percent from 2.32 percent. Chrysler slipped 0.35 percentage points, to 9.41 percent from 9.76 percent, and miscellaneous domestics were erased to 0.00 percent from 0.01 percent.

Ford Motor Co., and each of its three makes, was up in its share of the market for the first half. The corporation was up 2.30 percentage points to 18.95 percent; Ford climbed 1.25 percentage points, Mercury was up 0.78 percentage points, and Lincoln was up 0.27 percentage points.

GM expanded to 45.90 percent of the total market from 43.31 percent. Three of its makes, Chevrolet, Oldsmobile and Pontiac, were up but Buick and Cadillac lost in shares of the market.

NEW-CAR MARKET SHARES IN U.S.

	JUNE					6 MONTHS				
	Regis., June, 1984	Percent Share of Market	Regis., June, 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83	Regis., 6 Mos., 1984	Percent Share of Market	Regis., 6 Mos., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Chevrolet	146,662	15.81	137,245	15.80	+ 0.01	798,402	15.92	621,770	14.60	+ 1.32
Ford	112,034	12.07	102,455	11.79	+ 0.28	630,952	12.58	482,638	11.33	+ 1.25
Oldsmobile	101,900	10.98	93,541	10.77	+ 0.21	559,353	11.15	460,403	10.81	+ 0.34
Buick	84,920	9.15	80,972	9.32	− 0.17	451,988	9.01	388,577	9.12	− 0.11
Pontiac	63,335	6.83	51,309	5.90	+ 0.93	343,577	6.85	236,572	5.56	+ 1.29
Mercury	45,634	4.92	39,456	4.54	+ 0.38	251,963	5.03	181,025	4.25	+ 0.78
Dodge	35,026	3.77	31,733	3.66	+ 0.11	179,293	3.58	154,217	3.62	− 0.04
Chrysler	29,130	3.14	23,985	2.76	+ 0.38	149,102	2.97	122,681	2.88	+ 0.48
Plymouth	27,551	2.97	26,155	3.01	− 0.04	143,556	2.86	138,909	3.26	− 0.40
Cadillac	26,722	2.88	25,967	2.99	− 0.11	148,939	2.97	137,211	3.22	− 0.25
AMC	16,705	1.80	16,185	1.86	− 0.06	92,395	1.84	98,738	2.32	− 0.48
Lincoln	14,250	1.54	8,127	0.94	+ 0.60	67,321	1.34	45,536	1.07	+ 0.27
GENERAL MOTORS	423,539	45.65	389,034	44.78	+ 0.87	2,302,259	45.90	1,844,533	43.31	+ 2.59
FORD MOTOR CO.	171,918	18.53	150,038	17.27	+ 1.26	950,236	18.95	709,199	16.65	+ 2.30
CHRYSLER CORP.	91,707	9.88	8,,873	9.43	+ 0.45	471,951	9.41	415,807	9.76	− 0.35
AMC	16,705	1.80	16,185	1.86	− 0.06	92,395	1.84	98,738	2.32	− 0.48
IMPORTS	223,998	24.14	231,556	26.65	− 2.51	1,198,428	23.90	1,190,187	27.95	− 4.05
MISC. DOMESTIC	32	0.00	52	0.01	− 0.01	140	0.00	393	0.01	− 0.01
TOTAL	927,849		868,738			5,015,409		4,258,857		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York, Oklahoma, 1984, from manufacturers' sales records. Oklahoma '83 figures not available. Current Alaska delayed.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report

JUNE, 1984 VS. JUNE, 1983

	1984 Month	1984 Year	1983 Month	1983 Year
AMC Alliance FWD	8,783	47,485	12,105	68,024
Encore FWD	6,520	34,512		
Spirit			456	3,868
Concord			996	7,575
Concord SW			403	3,499
Eagle 4WD	296	2,105	814	5,493
Eagle 4WD SW	1,106	8,293	1,411	10,279
TOTAL AMC	16,705	92,395	16,185	98,738
Chrysler Laser FWD	5,325	26,509		
LeBaron FWD	9,158	42,287	7,016	35,454
LeBaron SW FWD	870	5,009	1,143	5,129
E-Class/New Yorker FWD	6,893	40,458	6,900	32,889
Cordoba			1,184	7,698
New Yorker Fifth Ave./Newport	6,884	34,839	7,636	40,484
Imperial			106	1,027
Total	29,130	149,102	23,985	122,681
Plymouth Horizon FWD	6,363	38,481	5,705	24,641
Turismo FWD	4,653	22,873	4,045	17,295
Reliant FWD	10,734	54,310	10,195	63,326
Reliant SW FWD	3,936	20,307	4,405	24,312
Gran Fury	1,865	7,585	1,805	9,335
Total	27,551	143,556	26,155	138,909
Dodge Omni FWD	5,786	32,948	4,985	22,232
Charger FWD	4,701	25,310	4,996	20,318
Daytona FWD	4,282	22,293		
Aries FWD	7,991	41,166	8,924	44,879
Aries SW FWD	3,219	16,805	3,793	19,579
600 '84/400 '83 FWD	2,482	11,493	3,163	17,103
Diplomat	3,144	11,203	2,864	13,131
Mirada			476	2,847
600 FWD	3,421	18,075	2,532	14,128
Total	35,026	179,293	31,733	154,217
TOTAL CHRYSLER CORP.	91,707	471,951	81,873	415,807
Ford Escort FWD	22,147	128,622	28,427	129,841
Escort SW FWD	7,141	41,778	9,541	45,093
EXP FWD	2,565	12,731	2,673	12,319
Fairmont			3,040	41,086
Tempo FWD	21,644	123,860	8,678	9,520
LTD	12,527	70,479	10,903	57,096
LTD SW	5,163	27,936	4,379	22,835
LTD Crown Victoria	13,532	67,207	8,417	51,543
LTD Crown Victoria SW	2,746	15,616	1,762	11,624
Mustang	11,896	65,327	11,893	58,747
Thunderbird	12,673	77,396	12,742	42,934
Total	112,034	630,952	102,455	482,638
Lincoln Town Car	7,841	37,659	4,459	23,927
Mark VII	2,949	17,093	2,615	13,683
Continental	3,460	12,569	1,053	7,926
Total	14,250	67,321	8,127	45,536
Mercury Lynx FWD	4,201	25,551	6,867	31,332
Lynx SW FWD	1,125	6,996	2,007	9,271
LN7 FWD			684	3,601
Capri	1,456	9,625	2,291	11,748
Zephyr			975	12,201
Topaz FWD	5,764	36,671	2,363	2,588
Marquis	8,716	42,125	5,071	23,799
Marquis SW	1,069	6,402	1,621	7,901
Grand Marquis	11,606	60,464	7,898	45,638
Grand Marquis SW	1,733	7,947	1,379	6,781
Cougar	9,964	56,182	8,300	26,165
Total	45,634	251,963	39,456	181,025
Lincoln-Mercury Division Total	59,884	319,284	47,583	226,561
TOTAL FORD MOTOR CO.	171,918	950,236	150,038	709,199
Buick Skylark FWD	9,742	51,344	12,098	52,720
Skyhawk FWD	12,085	53,104	6,886	31,950
Skyhawk SW FWD	1,117	5,168	1,283	5,628
Century FWD	14,780	82,272	12,717	59,573
Century SW FWD	3,034	14,513		
Regal	18,413	98,599	20,345	105,149
Regal SW			1,625	7,592
LeSabre	12,271	69,403	12,382	59,505
Electra	3,135	30,234	7,710	35,222
Electra FWD	4,804	10,063		
Buick SW	1,364	7,221	1,933	9,268
Riviera FWD	4,175	26,067	3,993	21,970
Total	84,920	451,988	80,972	388,577
Cadillac DeVille	8,495	57,423	12,086	61,465
DeVille FWD	3,324	7,212		
Cimarron FWD	1,473	8,855	1,964	10,035
Fleetwood & Chassis	3,116	22,133	3,487	20,930
Fleetwood FWD	1,625	3,350		
Eldorado FWD	5,704	32,799	5,793	30,790
Seville FWD	2,985	17,167	2,637	13,991
Total	26,722	148,939	25,967	137,211
Chevrolet Chevette	14,784	92,700	18,378	89,763
Camaro	19,704	98,926	18,060	83,765
Cavalier FWD	26,210	135,948	20,611	78,374
Cavalier SW FWD	8,088	43,642	8,073	28,510
Citation FWD	9,040	52,419	11,660	55,261
Malibu			4,885	26,383
Malibu SW			5,370	26,333
Celebrity FWD	21,490	117,331	15,277	67,769
Celebrity SW FWD	9,482	46,152		
Monte Carlo	11,252	68,533	8,941	45,879
Impala	5,010	26,101	4,767	22,290
Caprice	13,457	73,202	11,723	58,614
Chevrolet SW	5,924	29,292	6,368	27,422
Corvette	2,221	14,156	3,132	11,407
Total	146,662	798,402	137,245	621,770
Oldsmobile Omega FWD	4,281	23,585	6,339	27,694
Firenza FWD	4,811	22,261	3,814	16,109
Firenza SW FWD	1,445	6,975	1,690	6,232
Cutlass Ciera FWD	19,833	106,571	16,561	74,953
Cutlass Ciera SW FWD	4,969	21,597		
Cutlass Supreme/Calais	29,801	180,085	27,271	142,867
Cutlass SW			2,240	11,123
Delta 88	23,286	117,228	20,013	98,954
98	1,735	34,986	9,638	52,160
98 FWD	5,304	10,583		
Oldsmobile SW	2,856	15,701	2,690	12,800
Toronado FWD	3,579	19,781	3,285	17,511
Total	101,900	559,353	93,541	460,403
Pontiac 1000	2,264	13,357	3,635	17,221
Firebird	9,710	50,514	8,550	44,474
2000 Sunbird FWD	11,026	54,009	9,013	35,958
2000 Sunbird SW FWD	1,144	6,006	1,390	5,737
Phoenix FWD	1,416	7,032	2,748	14,721
Bonneville	5,991	35,605	5,943	29,977
Bonneville SW			1,579	7,126
6000 FWD	9,704	51,651	7,696	36,773
6000 SW FWD	2,048	9,882		
Grand Prix	6,940	38,563	8,391	40,894
Parisienne	3,372	18,136	1,793	2,912
Pontiac SW	1,432	7,703	571	779
Fiero	8,288	51,119		
Total	63,335	343,577	51,309	236,572
TOTAL GM CORP.	424,208	2,302,928	389,034	1,844,533
Checker			7	233
Miscellaneous Domestic	32	140	52	393
Domestic Station Wagon Total	71,011	370,941	66,656	314,853
Domestic Grand Total	703,901	3,816,981	637,182	3,068,670
Import Total	223,948	1,198,428	231,556	1,190,187
Grand Total All Registrations	927,849	5,015,409	868,738	4,258,857

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma 1984 registrations compiled from manufacturers' sales records. Oklahoma 1983 figures not available. Current Alaska registrations delayed.

BLS reports productivity rise in vehicle field

WASHINGTON. — Productivity in the motor-vehicle industry rose 14.2 percent in 1983, according to new figures released by the U.S. Bureau of Labor Statistics (BLS).

The BLS reported that the large gain was due to a 30.6-percent increase in auto industry output, coupled with a 14.3-percent increase in employe hours.

The BLS said that demand for motor vehicles rose significantly in 1983 compared with 1982, when output declined 8 percent.

The big upturn in auto industry productivity also helped spur output among other industrial sectors, including steel, the BLS said.

Chrysler, GM boost industry's total

Week's output jumps to 135,401

Domestic auto production rose sharply last week as Chrysler Corp. and General Motors scheduled overtime.

U. S. manufacturers projected completion of 135,401 cars, up 15.84 percent from the 116,890 produced the previous week, but down 2.01 percent from the 138,176 built in the same week last year.

Chrysler scheduled daily assembly at all six of its domestic plants with Belvidere (Ill.) and St. Louis No. 2 working two 8-hour Saturday (Aug. 25) overtime shifts.

GM scheduled two shifts of Saturday (Aug. 25) overtime at its Lakewood (Ga.) plant and one shift each at Linden (N. J.), Janesville (Wis.) and Lordstown (O.). Ford slated one shift of Saturday overtime at its Wayne (Mich.) plant.

Meanwhile, Volkswagen resumed production last week after more than a month off for model changeover, although output was limited. A company spokesman said U. S. production wouldn't be back to normal until at least December.

Of last week's estimated production, General Motors accounted for 55.30 percent, followed by: Ford Motor Co., 26.77 percent; Chrysler, 12.11 percent; American Motors, 3.55 percent; Honda, 2.20 percent, and Volkswagen of America, .07 percent.

Chrysler, Korean firm talk about small car for U. S.

Continued from Page 1

ton's decision on the Voluntary Restraint Agreement (VRA) limiting exports of Japanese cars to the U. S., which expires March 31, 1985.

A Korean-built car presumably would be exempt from the VRA. Regardless, the Mitsubishi plan is much closer to reality.

Although a Korean car plant could conceivably be built by 1987, it would be unlikely to be able to supply any volume to the U. S. much before 1990, the sources said.

Chrysler would have to supply technical support for both the car and the plant, since Samsung has no experience in the car business.

But the major stumbling block is the Korean Government's opposition to expanding car production beyond the two existing manufacturers: Hyundai Motor Co. Ltd., in which Japan's Mitsubishi holds 10 percent equity, and Daewoo Motor Co., Ltd., 50 percent owned by General Motors.

Korea concluded an economic plan in 1983 that ended passenger-car production at a third auto maker, Kia Motor, and concurrently GM lot management control at Daewoo.

Recently, GM anounced that Daewoo would build a new plant to produce 167,000 cars annually based on the new Opel Kadett, with about 80,000 units sold in the U. S. through GM divisions beginning in 1986.

Now Samsung, which like Hyundai and Daewoo is a heavy industrial conglomerate, must convince the Korean Government that a third player in Korea would not reverse efforts to increase production efficiency by consolidating an industry now totaling about 100,000 cars annually.

Complicating Samsung's position is Mitsubishi's interest in Hyundai, a potential competitor, since Chrysler is a 15 percent holder in Mitsubishi, which also is a major supplier of Chrysler cars and components.

Conspiciously absent from the Korean scenario is Ford Motor Co., which had a working arrangement with Hyundai in the late 1960s.

Ford recently announced an expansion of its facilities in Taiwan, but mainly has been relying heavily on its Japanese affiliate Mazda Motors, Ltd., for small cars for the Southeast Asian market and the U. S.

Responding to a question about Chrysler's Korean plans, Donald F. Ephlin, UAW vice president and director of the GM department, said the union is very concerned about the importing of vehicles and components.

Canadian makers post production gains for week

Auto and truck production in Canada posted strong gains again last week as output picked up following model changeover.

The Canadian industry targeted 17,110 cars for completion, a 13.67 percent increase over the previous week's build of 15,052, and an 11.65 percent rise over the 15,324 finished in the same week last year.

Truck production was scheduled at 16,002, a 19.92 percent increase over the 13,342 completed a week earlier, and 31.96 percent better than the 12,126 trucks completed in the year-ago week.

To date this year, 707,824 cars have been produced in Canada, an 11.68 percent increase over the 633,777 completed in the same period last year. And Canadians have built 522,763 trucks so far this year, a 57.07 percent improvement over last year's 332,821.

Truck production tops 2 million; 39 pct. above '83

U. S. manufacturers produced their two-millionth truck of the year last week as production continued at a pace nearly 40 percent faster than in 1983.

Year to date, 2,037,719 trucks have been built, a 39.31 percent rise above the 1,456,429 built during the same period last year.

Last week, domestic truck makers slated 59,109 trucks for production, a 1.52 percent increase over the 58,224 units completed last week, and 38.17 percent more than the 42,780 in the year-ago week.

Both General Motors and Ford scheduled overtime on Saturday (Aug. 25) at truck plants. GM's Detroit and Janesville (Wis.) plants and Ford's Lorain (O.) plant scheduled one shift of overtime.

Chrysler Corp. scheduled two eight-hour Saturday (Aug. 25) overtime shifts at the company's Warren (Mich.) assembly plant.

CANADIAN CAR PRODUCTION

	Week Ended Aug. 25, 1984	Week Ended Aug. 27, 1983	Week Ended Aug. 18, 1984	Aug. to Date	Jan. 1 to Aug. 27, 1983	Jan. 1 to Aug. 25, 1984
AMERICAN MOTORS	610	.....	.....	1,563	18,369	14,665
CHRYSLER CORP.	.....	.....	.....	.....	103,857	.....
FORD MOTOR	9,225	9,358	10,012	32,669	158,970	283,279
GENERAL MOTORS	7,050	5,744	5,040	19,210	346,096	403,173
VOLVO	225	222	.....	225	6,485	6,707
Total Cars, Canada	17,110	15,324	15,052	53,667	633,777	707,824

TRUCK PRODUCTION IN U. S.†

	Week Ended Aug. 25, 1984	Week Ended Aug. 27, 1983	Week Ended Aug. 18, 1984	Aug. to Date	Jan. 1 to Aug. 27, 1983	Jan. 1 to Aug. 25, 1984
CHEVROLET	18,606	13,600	18,333	65,725	514,789	660,411
DODGE	4,900	3,266	4,382	14,449	89,066	132,064
FORD	21,732	16,955	21,395	75,990	566,737	762,801
GMC	5,291	4,485	5,417	19,787	164,409	212,849
INTERNATIONAL	1,600	1,122	1,590	5,882	32,559	49,223
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,830	2,302	3,868	13,706	52,560	122,424
NISSAN	2,100	.....	2,189	4,289	.....	62,027
AM GENERAL	50*	50*	50*	180*	1,630*	1,720*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,600*	32,600*	34,200*
Total Trucks, U. S.	59,109	42,780	58,224	203,608	1,456,429	2,037,719

CANADIAN TRUCK PRODUCTION

	Week Ended Aug. 25, 1984	Week Ended Aug. 27, 1983	Week Ended Aug. 18, 1984	Aug. to Date	Jan. 1 to Aug. 27, 1983	Jan. 1 to Aug. 25, 1984
CHRYSLER CORP.	8,292	2,783	7,983	27,298	81,534	230,080
FORD MOTOR	2,940	2,918	2,821	9,944	86,081	98,899
GENERAL MOTORS	4,579	6,303	2,321	9,890	161,552	188,694
INTERNATIONAL	191	122	217	712	3,654	5,090
Total Trucks, Canada	16,002	12,126	13,342	47,844	332,821	522,763
N. American Trucks	75,111	54,906	71,566	251,452	1,789,250	2,560,482

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Aug. 25, 1984	Week Ended Aug. 27, 1983	Week Ended Aug. 18, 1984	Aug. to Date	Jan. 1 to Aug. 27, 1983	Jan. 1 to Aug. 25, 1984
AMERICAN MOTORS	4,800	4,775	4,702	16,230	115,018	131,650
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	4,775	4,702	16,230	110,947	131,650
Alliance	3,200	2,894	3,017	10,351	103,578	72,721
Encore	1,600	1,881	1,685	5,879	7,369	58,929
CHRYSLER CORP.	16,400	19,881	13,635	39,566	547,002	798,900
Plymouth Total	5,400	6,328	4,643	13,680	196,085	236,871
Horizon	3,300	2,652	2,884	8,968	70,827	102,843
Reliant	1,300	3,591	939	2,557	122,130	112,898
Caravelle†	500	85	534	1,317	3,128	6,862
Gran Fury	300	.....	286	838	.....	14,268
Chrysler Total	5,000	5,672	3,886	11,128	130,309	265,855
LeBaron	900	1,993	658	1,658	56,544	78,883
Laser	800	740	393	1,245	2,572	47,309
Chrysler E-Class	700	2,939	604	1,605	71,193	64,691
Fifth Avenue	2,600	.....	2,231	6,620	.....	74,972
Dodge Total	6,000	7,881	5,106	14,758	220,608	296,174
Omni	3,000	3,227	2,624	8,182	80,815	97,062
Aries	1,200	2,770	809	2,245	90,313	89,897
Daytona	400	550	322	771	1,349	34,978
Dodge 400	.....	.....	.....	.....	18,478	.....
Dodge 600	800	1,334	718	1,818	29,653	50,110
Diplomat	600	.....	633	1,742	.....	24,127
FORD MOTOR	36,244	32,842	38,804	131,374	948,874	1,137,905
Ford Division	23,121	21,296	24,906	82,608	602,543	734,321
Escort	6,529	8,581	7,078	23,459	166,929	224,415
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,562	.....	2,844	11,151	72,292	89,737
LTD	4,943	3,318	4,639	16,006	109,377	140,826
Thunderbird	2,952	3,846	2,757	9,919	123,850	97,140
Crown Victoria	1,113	1,910	2,880	6,534	59,735	51,011
EXP	1,053	.....	1,263	3,902	1,184	24,010
Tempo	2,969	3,641	3,445	11,637	45,448	107,182
L-M Division	13,123	11,546	13,898	48,766	395,098	403,584
Mercury Total	9,955	8,892	10,021	35,898	272,395	291,714
Lynx	1,464	2,293	1,471	5,358	48,354	44,560
Capri	303	.....	263	952	14,334	10,981
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,713	1,634	2,645	9,306	47,385	76,077
Cougar	3,377	2,237	3,312	11,769	78,079	72,222
Grand Marquis	1,201	1,766	1,475	5,045	61,953	59,620
LN7	.....	.....	.....	.....	290	.....
Topaz	897	962	855	3,468	13,399	28,254
Lincoln Total	3,168	2,645	3,877	12,868	73,936	111,870
Continental	836	.....	1,022	3,391	8,793	25,746
Lincoln	1,973	2,654	2,427	8,050	44,952	66,741
Mark VI/VII	359	.....	428	1,427	20,191	19,383
GENERAL MOTORS	74,882	76,981	56,796	235,170	2,495,964	3,008,132
Buick Division	15,128	15,240	10,756	42,895	568,361	655,522
Skylark	3,200	1,954	3,157	8,575	64,357	67,020
Skyhawk	1,773	861	2,007	3,780	47,396	97,606
Somerset Regal	.....	.....	12	224	.....	1,119
Century	3,363	3,000	1,381	11,579	102,323	148,556
Regal	877	4,644	.....	877	162,384	132,273
Buick	3,377	3,555	2,385	9,829	160,537	141,313
Riviera	938	1,226	.....	2,383	31,364	33,858
Electra (fwd)	1,600	.....	1,814	5,648	.....	33,777
Cadillac Division	5,943	5,413	3,083	18,921	195,377	219,376
Cimarron	304	397	256	1,271	12,983	11,539
Seville	605	726	.....	1,532	22,310	26,038
Eldorado	1,344	1,440	.....	3,417	49,043	51,220
Cadillac	.....	2,850	.....	2,556	111,041	88,015
DeVille (fwd)	3,690	.....	2,827	10,145	.....	42,564
Chevrolet Division	29,729	26,635	22,507	88,966	816,563	1,030,151
Chevette	3,368	4,472	2,796	10,640	121,118	125,369
Cavalier	10,484	5,133	8,623	27,670	192,776	273,334
Celebrity	3,877	3,953	2,120	14,286	85,426	195,163
Camaro	4,887	3,888	5,128	18,013	126,185	174,344
Citation	2,739	1,716	990	5,302	66,258	74,299
Malibu/El Camino	192	668	.....	192	98,362	16,538
Monte Carlo	1,370	2,657	1,108	4,918	64,374	74,761
Chevrolet	2,206	3,524	1,026	5,394	45,858	73,660
Corvette	606	624	716	2,551	16,206	22,683
Oldsmobile Division	13,582	21,680	11,116	52,822	657,074	744,199
Omega	.....	1,020	.....	.....	37,940	29,289
Firenza	1,362	600	1,284	2,707	30,611	47,138
Cutlass Supreme	3,012	7,817	2,540	11,421	193,179	180,646
Cutlass Ciera	2,902	4,522	4,758	15,962	132,186	184,852
Oldsmobile	2,278	6,758	.....	11,225	236,494	228,724
Olds 98 (fwd)	2,845	.....	2,521	8,811	.....	41,797
Calais	461	.....	11	813	.....	1,737
Toronado	722	963	2	1,883	26,664	30,016
Pontiac Division	10,500	8,013	9,334	31,566	258,589	358,884
Acadian†	.....	105	323	673	15,237	10,743
2000 Sunbird	3,224	1,306	2,681	6,906	65,693	97,040
1000	948	638	812	3,122	30,012	27,522
Firebird	2,563	2,498	2,671	9,557	61,554	80,537
Phoenix	.....	491	.....	.....	17,849	14,116
Grand Prix/Bonneville	.....	1,882	.....	.....	66,611	29,733
Parisienne	.....	1,093	.....	838	1,633	17,237
Fiero	2,400	.....	2,421	8,679	.....	80,165
Grand Am	1,365	.....	426	1,791	.....	1 791
HONDA	2,975	1,441	2,872	11,105	28,256	87,424
VOLKSWAGEN	100*	2,256	81	181	58,236	55,612
Total Cars, U. S.	135,401	138,176	116,890	433,626	4,193,350	5,219,623
Total Cars, Canada	17,110	15,324	15,052	53,667	633,777	707,824
N. American Cars	152,511	153,410	131,942	487,293	4,827,127	5,927,447
N. American Trucks	75,111	54,906	71,566	251,452	1,789,250	2,560,482
North American Cars and Trucks	227,622	208,316	203,508	738,745	6,616,377	8,487,929

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Echlin acquires all shares of German firm

BRANFORD, Conn. — Echlin, Inc., has acquired all shares of Grau Bremse GmbH, of Heidelberg, West Germany.

Grau is a manufacturer of air brake systems and has annual sales of $20 million.

Echlin manufactures automotive and truck electrical and fuel system parts as well as hydraulic and air brake parts. Its annual sales total $700 million.

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Automotive News

September 3, 1984

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First-night speakers

Joe Wilssens

At Automotive News World Congress

Opening-night speakers at the Automotive News World Congress chat with Keith E. Crain, center, Automotive News publisher and editorial director. At left is Paul Tippett, American Motors chairman. At right is Robert McBride, president of National Steel Corp.

2 strike targets picked; contract clock ticks away

By Marjorie Sorge
Labor Editor

DETROIT. — On top of the complex issues of economics, job security and outsourcing, the major behind-the-scenes issue in the auto contract talks is the continuation of pattern bargaining.

Last week, the UAW chose both General Motors and Ford Motor Co. as targets, claiming that the economic proposals from both were inadequate and that the best strategy would be to continue talks at both firms. The two contracts expire Sept. 14 and as that deadline approaches a single target company may be chosen. That decision will be totally up to UAW President Owen Bieber.

The last time the UAW chose twin targets was in 1970, when GM and Chrysler Corp. were picked. In the final days, GM was chosen and there was a 67-day strike. GM was also the target in 1979. There was no strike and there were pattern agreements. There was no target picked in 1982. Both sides are still optimistic a settlement can be reached this year without a strike.

Proposals from GM and Ford, presented last week, are vastly different, indicating the companies are not interested in traditional pattern agreements. For example, GM proposed to continue profit-sharing with some modifications and offered two lump-sum payments in a three-year agreement, $600 in the first, $300 in the second and nothing in the third. Ford offered no wage increases and said profit sharing was enough.

Pattern contracts are traditionally negotiated at the target company, then transferred to the other firm with some modifications. That pattern was cracked in 1982 when concession packages were bargained at Ford and GM.

"What we are looking to do is put together a total agreement that obtains those goals that we

Proposals: Page 54.

have before us to do," said UAW President Owen Bieber. ". . . Historically, with the exception of 1982, it has always been a pattern agreement. I think there are a lot of things which indicate that a lot of the pieces are back together. By the same token those pattern agreements are not always identical word for word in each instance. You have to look at the basic goals and the basic priorities we have set forth."

The idea of a return to pattern agreements met with resistance at Ford.

"If the plan (dual targets) reflects an opportunity for the companies to arrive separately at clearly independent agreements it might be a great boon for the industry," said Peter J. Pestillo, Ford vice president, labor relations. "Maybe we are going in sufficiently different ways that separate agreements are in order. If it instead embraces a need to bargain separately and simultaneously arrive at a common agreement, it introduces a real complexity that is a serious issue.

"If the concept is that we will arrive at one time with the equivalent of two agreements

Continued on Page 54, Col. 1

Diversity a trademark of World Expo exhibits

By Colleen Pelli and Jeff Stivak

You never know whom you will meet or what new business opportunities you will find at the Automotive News World Expo. The diversity of exhibitors is one of the Expo's attractions.

This year, Pontiac brought a boat. Cadillac brought a 1931-model V-16 Dual-Cowl Phaeton. Hess & Eisenhardt displayed its Oldsmobile Toronado Caliente. Waller Motors showed its new patented sinusoidal cam lobe ening.

And by far the largest vehicle on display was the tall integral sleeper made by Volvo White.

For three days last week the "Motor Capital of the World" became a global crossroads for buying and selling by auto manufacturers and suppliers. The third annual World Expo, held at Detroit's Cobo Hall, attracted more than 200 exhibitors this year, up from 175 last year. According to Tony Merpi, managing director of the event, "We are pleased at the number of people who are back here for the second and third time. They conducted business here before. They are the ones that were aggressive and made appointments with people and are back. They are the successful ones."

Merpi added, "Exhibitors and attendees alike can literally compress miles of travel hours into three days of business dis-

Continued on Page 53, Col. 3

breaking news

GM price hike averages $292

DETROIT.—General Motors said introductory prices of its 1985-model passenger cars will be increased by an average of 2.3 percent, or $292, over the comparably equipped 1984 models. GM said the hike provides 2.0 percent for increased costs and 0.3 percent to recognize product improvements.

Toyota-Chevy revives Nova name

DETROIT.—General Motors reportedly plans to call its new subcompact, built at its Fremont, Calif. plant run jointly with Toyota Motor Co. Ltd., "Nova," resurrecting the name of an old Chevrolet compact.

Starr named Chevrolet sales chief

DETROIT. — Robert W. Starr, 53, has been appointed Chevrolet general sales manager, succeeding Robert E. Cook, 61, who will head a study for the Chevrolet-Pontiac-Canada Group of General Motors until he retires next April. Starr has been assistant general sales manager in charge of Chev-

See BREAKING NEWS, Page 8, Col. 1

Bidwell says auto makers don't tell their story effectively

Communication—a Detroit failure

By Matt DeLorenzo

Citing the auto industry's failure to communicate its side of the story effectively, Bennett E. Bidwell, Chrysler executive vice president, said Detroit is partly to blame for its negative image.

Bidwell's comments came during the Automotive News World Congress last week.

By not taking the lead in being heard, the industry often suffers by "trying to ride out the storm." As a result, when anything happens, Bidwell said Detroit is damned if it does, damned if it doesn't.

Reciting a litany of past blunders by Detroit over the last decade, Bidwell said the industry had been criticized for failing to anticipate demand for fuel-efficient cars during the two oil shocks, chastised for driveability problems when it tried to use low power-to-weight ratios to improve fuel economy, blamed for high prices and low quality.

He said things turned around in the early '80s. Detroit, Bidwell explained, "cut its costs to the bone. It got rid of the frills and brought its break even under control.

"It went to work, no-holds barred, on quality. It had the guts to continue to pour billions of dollars into new product programs and high-tech manufacturing, design and processing systems . . . even as it was losing its capital base in huge chunks."

• Bidwell said the program worked. "Chrysler made it through, interest rates declined, the inflation rate dropped, the market boomed, thousands of workers were called back, and the American auto industry returned to record levels of profitability.

"And Detroit stepped back, with justifiable pride and wait-

Continued on Page 53, Col. 1

Sporty road car

Luxury with performance

The Grand Am, Pontiac's all-new five-passenger specialty coupe, features front drive with choice of two transmissions and two engines. A five-speed manual can be ordered with the new Tech IV 2.5-liter four, and three-speed automatic with the four or with the multi-port injected 3.0-liter six. Story, other pictures on Page 16.

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Cook promises rewards, discipline

Porsche to use system to work toward goals

By Arthur Flax
Assistant Truck Editor

Having resigned itself to participating in the traditional dealer franchise system, Porsche will work within the system toward the goals it set when it tried to change the system, John A. Cook, president and chief executive officer of Porsche Cars North America, Inc., said last week.

Cook addressed the Automotive News World Congress.

Last February, Porsche tried to change its way of doing business because it wanted to improve customer satisfaction with its product, and because it wanted to "gain control of its destiny," Cook said.

Under the traditional dealer system, Cook said, "We will insist that the customer is treated with respect and will receive exceptional service."

He added, "We will reward dealers who treat customers well and build markets . . . We will give dealers an opportunity to be exposed to training . . . We will inject some discipline into the organization. (If a dealer has) no parts, no training, (he'll get) no cars."

Cook characterized Porsche owners as "Super Achievers" who expect the best.

"They earn at least $75,000 a year, work 60 to 80 hours a week and have high standards of excellence and high levels of expectations," he said.

Porsche broke away from its long-time importer, Volkswagen of America, because it felt no mass merchandiser could concentrate on its limited production in an appropriate manner, according to Cook.

Cook said, "It's not good enough to build the best product anymore. We felt it was important to get in the retail situation. We will continue to build a unique product and we will build a retail organization that is the best."

As of Sept. 1, Cook said, Porsche Cars North America began importing and distributing cars in the U.S. He said 303 dealers have signed to sell and service the cars.

Porsche had proposed the establishment of 40 company-operated centers, with dealers serving as agencies. The proposal, Cook said, would have cut dealer costs, but also their margins.

Dealers answered the proposal with a barrage of lawsuits. Porsche was forced to go back to the traditional franchise system.

"It seems we had little choice," Cook said. "We could spend two years in court, or four months getting our company in busines."

He added, "Our attorneys said we could win, but in two years . . . the franchise system . . . is too strong to change . . .

"We're stuck with the traditional system until the general public gets fed up. You remember what happened with buzzers and cutting wires under the dashboard."

The lessons Porsche learned

Continued on Page 8, Col. 3

Joe Wilssens

Dauch talks H-car

Richard E. Dauch, Chrysler executive vice president, told the Automotive News World Congress Chrysler's new Sterling Heights assembly plant will be a "showplace" that will turn out high-quality H-cars beginning this month.

Cars to roll next April

Runyon maps success of Nissan's U.S. plant

By Joseph Bohn
Marketing Editor

Nissan Motor Mfg. Corp., U.S.A., has proved that U.S.-built vehicles can be competitive in cost and quality, and its high degree of employe communications and involvement is a major reason for its success, according to president Marvin T. Runyon.

Nissan Motor Co., Ltd., has an extensive "Vehicle Evaluation System" in which it compares vehicles from Japanese plants with those made at others around the world.

"Our VES scores started out equal to or better than the corporate goals established by our parent company, and we've continued to maintain this level throughout our production line acceleration," Runyon told the Automotive News World Congress.

Encouraged by its success in building trucks, Nissan will begin building its two-door Sentra model at Smyrna, Tenn., in April, 1985, while continuing to build trucks at a rate of 10,000 per month.

"We expect to begin a two-shift operation in June of next year and work toward building up to 5,000 Sentras a month along with up to 10,000 trucks," Runyon said.

Over the next three years, Nissan will add a four-door model and increase production to 100,000 cars and 140,000 trucks annually—its maximum capacity at Smyrna.

"Our 3.4-million-square-foot facility was designed and constructed with the capacity of building 240,000 vehicles, so we will not have to expand our physical operation to introduce cars," Runyon said.

An additional $85 million in tooling and equipment will be spent to handle car production.

• "Because of the timetable on the Sentra launch, we won't do stamping initially at Nissan in Tennessee for Sentra," Runyon said. "However, over the three-year period, we will be changing to in-house stamping of 57 panels, which include 42 large parts and 15 small parts."

A 3,200-ton transfer press will be installed to upgrade the capacity for those panels.

In the body assembly area, the re-spot line will be modified to assemble both cars and trucks, and other unique car assembly equipment will be installed.

Automated equipment will be added which will ultimately do 70 percent of the welding. At that time, major sub-assembly operations, such as doors, hoods, and trunk lids will be changed to in-house operations.

All paint processes will be common for both cars and trucks. This means conveyors,

Continued on Page 53, Col. 1

Imports post threat to supplier revival, he says

Bieber: Pattern bargaining to stay

By Marjorie Sorge
Labor Editor

Pattern bargaining is still a very important part of the UAW's negotiating strategy and and will not disappear in the current talks with Ford and General Motors, according to UAW President Owen Bieber.

He also told the Automotive News World Congress that many suppliers will go out of business if the Big Three auto makers are allowed to continue to import foreign vehicles and parts for the U.S. market.

Bieber told the Congress he sees very little difference in the bargaining in this year's talks when, compared with those of previous years.

Pattern bargaining is reaching an agreement with one maker and then transferring it to the other company with a little tailoring to meet the needs of the other firms.

However, in the early 1980s, concessions contracts were negotiated at Chrysler Corp., which not only removed that company from pattern bargaining but set wages substantially below those at Ford and GM. The Big Two negotiated away from the pattern in 1982.

In last year's talks with Chrysler, workers were given current wage parity with Ford and GM. While the Chrysler/UAW contract does not expire until October, 1985, the UAW has already indicated it intends to try to reopen that contract in light of Chrysler's record profits this year.

While Chrysler Chairman Lee Iacocca told the Detroit News last week he is not interested in early talks, Bieber told the World Congress he expects to be back at the table with Chrysler before the contract expires.

Bieber indicated this move is part of the UAW's master plan to get the Big Three companies back on pattern.

However, economic proposals presented to the UAW by Ford and GM last week were substantially different and, while they were presented on the same day, it is unlikely the Big Two are interested in pattern contracts.

• Bieber also warned the attendees that outsourcing plans by the U.S. car manufacturers threaten the well-being of the supplier and parts industries.

"GM and Ford and Chrysler won't be buying many domestic parts for the cars they build in Mexico and Japan and Korea and Europe," he said. "And the temporary boom we're in right now will become a bust for many of you very shortly if the Big Three implement their foreign sourcing strategies.

"The bottom line is that a lot of you are going to go out of business if GM, Ford and Chrysler proceed with their plans to import more of the cars they sell," he said.

During the question-and-answer period, Bieber was asked how much interchange there is between the present union leadership and the retirees such as past Presidents Doug Fraser and Leonard Woodcock and former Vice President Irving Bluestone.

"They are all good friends of mine, all good friends of my fellow officers, all good friends of the International Executive Board," Bieber said.

"I am now the president of the UAW. The other people who occupy the offices have the responsibility of formulating the policies and trying to win those policies at the collective bargaining table.

"Just as Walter Reuther was the president during his term in office, Leonard Woodcock was the president during his term in office, and Doug Fraser during his term in office, Owen Bieber is going to be the president in his term in office as well."

Nissan '85 cars increase $135; trucks up $87

CARSON, Calif.—Nissan Motor Corp. in U.S.A. has raised prices an average of $135 on some of its '85 cars.

The increase consists of $123 on the base vehicles and $12 on optional equipment.

Increases announced last week were $100 on all Stanza and Sentra models, $150 on Pulsar NX and $200 on the 300-ZX.

Nissan's lowest-priced car, the Sentra standard two-door sedan, is priced at $5,499 for 1985.

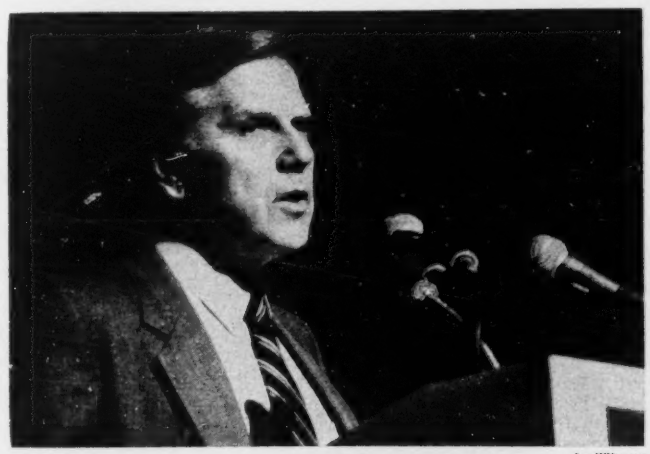
Two car lines have not yet been priced. The Maxima figures will be announced shortly before the '85 model goes on sale Oct. 1, and the 200-SX will be priced around Jan. 1.

Other 1985 models are being shipped to dealers and may be sold as soon as they are received.

Nissan truck prices have been raised an average of $87 for 1985. The breakdown is $81 on the base truck and $6 for optional equipment.

The regular bed standard truck is unchanged at $5,999, and other trucks have been hiked $100 to $250.

Nissan said the combined increase on its cars and trucks is $124, or 1.3 percent. The base vehicles rose an average of $113 and optional equipment went up $11.



Joe Wilssens

Cook explains Porsche's breakaway

Porsche broke away from Volkswagen of America because it wanted marketing control it felt a mass marketer could not provide, John A. Cook, president of the new Porsche Cars North America, told his audience at the Automotive News World Congress. Building a good product is not enough, he said. Service must be equally good, and Porsche is committed to a superior dealer network.

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60th year — No. 5038

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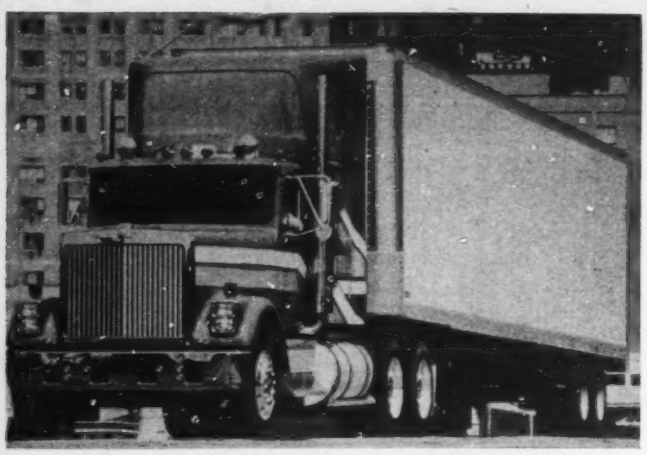

Aerodynamics plus look of a classic

The new International 9370 long-nose conventional tractor, according to International Harvester's Truck Group, combines "highly advanced aerodynamics with the looks of a classic." It shares many of the design features in the earlier 9670 cabover model.

IH eyes wider share of a premium market

By Jack Walsh
Truck Editor

KANSAS CITY.—International Harvester is seeking a wider share of the premium conventional market with the introduction of the 9370, which it is promoting as the "Rolls-Royce of the trucking industry."

The new conventional, which is being built in Harvester's Canadian plant in Chatham, Ont., replaces the 4200 and 4300 Series Transtar conventionals and features a grille similar to the Rolls-Royce.

Thomas L. Dougherty, Truck Group marketing vice president, said International now accounts for 12.6 percent of the premium conventional sales in the U. S., and hopes to expand its share to more than 20 percent within three years.

He said the Truck Group is launching a special program — Project 10—to increase its penetration of this market by 10 percentage points by 1987.

"Our efforts will be concentrated in the West, where the potential is greatest for the premium conventional," Dougherty explained. "The dealers who will be participating in Project 10, as well as the Truck Group, will be spending extra money to help achieve this objective."

• The Truck Group currently is demonstrating the 9370 at showings in 29 locations throughout the U. S., to which International dealers have been invited to bring customers and prospects.

Dougherty said the major competitors in the premium-conventional market include International, Kenworth, Peterbilt, Freightliner, White and the GMC General.

He said the Truck Group estimates that about 20,000 premium conventionals will be sold at retail industrywide in the U. S. in calendar 1984.

The price of the new 9370 will

Continued on Page 31, Col. 1

Continued on Page 39, Col. 1

PACCAR Leasing adds 12 outlets, brings total to 67

BELLEVUE, Wash.—PACCAR Leasing Corp. has announced the appointment of 12 new franchises for the firm's PacLease full-service truck-leasing operations.

The new locations are in Springdale, Little Rock and Fort Smith, Ark.; Mobile, Ala.; Addison (Chicago) and Normal, Ill.; Oklahoma City; St. Louis; Minneapolis; San Diego; Toledo, and Fort Worth.

With the addition of the new

Continued on Page 31, Col. 1

'Wrangler' hits the Southwest

Bill Barnes, center, Ford Division Phoenix district sales manager, describes features of the special F-150 "Wrangler" full-size pickup to salesmen at Ralph Thomas Ford, Scottsdale, Ariz. The vehicle is one of approximately 1,000 special-edition "Wrangler" Ranger, Bronco II and F-Series trucks built with special features for district Ford dealers in Arizona, New Mexico and Western Texas.

truck industry news

First-half registrations top '78 total by 5 percent

6-month tallies hit peak

Six-month registrations of new trucks of all types in the U. S. were the highest on record, with increases in each of the eight weight classifications.

R. L. Polk & Co. reported 1,960,557 new trucks were registered in the January-June period, an increase of 43.6 percent over last year's 1,365,041 units and 5 percent higher than the previous high of 1,866,659 posted in 1978.

June registrations also hit a new high of 363,152 units, up 32.1 percent from the year-ago 274,989 and 1.8 percent greater than the 356,635 tallied in the same month in 1978, the previous mark.

The light-truck total for the first half was up 43.6 percent to 1,849,594 units, compared with 1,287,867 in the like period last year. These vehicles accounted for 94.3 percent of the industry six-month count.

Heavy trucks, Groups 7 and 8, totaled 88,566 through June, an increase of 52.4 percent over the year-ago 58,099 units. The first-half count, however, was 17 percent below the alltime high of 106,679 tallies established in 1979.

Six-month registrations of medium trucks were 17.4 percent higher than a year ago — 22,397 versus 19,075—and there were significant improvements in Groups 4 and 5.

• There have been a number of notable changes in registration trends in the last six years.

Light-truck tallies in the first half this year were almost 150,000 units higher than 1978, reflecting increases in sales of both domestic and imported compact trucks. The 1978 total was 1,702,829 units.

Medium-truck registrations have declined more than two-thirds below the 1978 levels, with drastic reductions in Groups 4 and 6. Six years ago,

Table on Page 34.

73,966 units were registered, compared with this year's 22,397.

There have been dramatic shifts, too, in group registrations. Group 1 is twice the size that it was in 1978, Groups 2, 4 and 6 are much smaller, and Group 7 has almost doubled because of the growth in mid-range diesel power.

In the first half, there were 1,047,821 registrations in Group 1, a gain of 46.2 percent over last year's 716,615 units. Six years ago, there were only 520,063 Group 1 tallies.

The Group 2 count through June was 781,714, up 38.3 percent over last year's 565,417. In 1978, however, there were a record 1,162,851 registrations in this group in the first half.

In Group 3, there were 20,050 registrations through June, an increase of 243.6 percent over the year-ago 5,835. The count was slightly higher than the 19,915 tallied in the like period six years ago.

The Group 4 count this year was 329 units, up 120.8 percent from last year's 149, but far below the 6,702 units tallied in the first half of 1978.

Group 5 totals through June were 1,097, an increase of 306.3 percent over the year-earlier 270 units. In the first half of 1978, there were 1,474 Group 5 tallies.

In the first six months of 1984, the Group 6 total was 20,971 units, a gain of 12.4 percent over the year ago 18,656. The total, however, was less than two-thirds the 65,790 units registered in the same period six years ago.

Group 7 tallies hit a record 30,196 in the first half, a gain of 30.4 percent over last year's 23,149 units. Six years ago, there were only 17,756 registrations in this group.

In Group 8, the total through June was 58,370, up 67 percent

Continued on Page 31, Col. 1

HD registrations for six months 2nd-highest ever

First-half registrations of new heavy trucks in the U. S. were the second-highest in industry history, with sharp increases in both weight groups making up this segment.

In the January - June period, according to R. L. Polk & Co. statistics, 88,566 Groups 7 and 8 trucks were registered, an in-

Continued on Page 31, Col. 1

Axle-ratio swap extended by Eaton to May next year

GALESBURG, Mich. — Eaton Corp.'s Axle & Brake Division has extended its axle-ratio exchange program to May 31, 1985. It is designed to help truck dealers convert stock vehicles to the desired axle ratio.

When it was introduced in 1981 as the axle-ratio flexibility program, the division said it was a first for the trucking industry.

The program covers gear-set exchanges for any stock vehicle that has been licensed or sees service, and is equipped with a DS341, DS381, DS381-P, DS401-P or DS460-P axle.

To order a ratio exchange, the division said, dealers in the U. S. must contact the Eaton National Parts Center in Henderson, Ky., (502) 827-2511. Canadian dealers should contact Eaton Yale, Ltd., Malton, Ont. (416) 678-2497, or Calgary, Alta., (403) 276-1192.

The only information required from the dealer, the division said, is the truck make and model, existing axle model and axle ratio and the new axle ratio desired.

The new gear set, all parts and materials to complete the conversion will be shipped directly to the dealer. When the dealer returns the exchanged gear set and other parts, the division will issue a credit for the previously ordered gear set.

U. S. TRUCK REGISTRATIONS

SIX MONTHS, 1984 VS. 1983★

Make	6 mos., 1984	Percent Share of '84 market	6 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-'83
Ford	570,845	29.12	433,863	31.78	− 2.66
Chevrolet	544,843	27.79	417,579	30.59	− 2.80
Dodge	204,730	10.44	123,765	9.07	+ 1.37
GMC	146,553	7.48	117,882	8.64	− 1.16
Jeep	68,512	3.50	33,230	2.44	+ 1.06
Plymouth*	39,391	2.01	4,768	0.35	+ 1.66
International	27,924	1.42	21,892	1.60	− 0.18
Mack	10,868	0.55	7,137	0.52	+ 0.03
Freightliner	7,258	0.37	4,956	0.36	+ 0.01
Kenworth	6,533	0.33	3,070	0.23	+ 0.10
Peterbilt	5,875	0.30	3,195	0.24	+ 0.06
White	3,400	0.17	1,064	0.08	+ 0.09
Mercedes-Benz	917	0.05	1,278	0.09	− 0.04
Volvo	881	0.05	709	0.05	.....
Autocar	581	0.03	462	0.03	.....
Western Star	256	0.01	145	0.01	.....
Miscellaneous**	321,190	16.38	190,046	13.92	+ 2.46
TOTALS	1,960,557	100.00	1,365,041	100.00	.....

★—No registrations for Oklahoma, 1983, New York and Oklahoma for 1984 compiled from manufacturers' sales records.
* Plymouth trucks are Trail Duster, Voyager, Scamp and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY-DUTY REGISTRATIONS

SIX MONTHS, 1984 VS. 1983★

Make	6 mos., 1984	Percent Share of '84 market	6 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-'83
International	20,232	22.84	14,203	24.44	− 1.60
Ford	17,402	19.65	12,447	21.42	− 1.77
GMC	11,811	13.34	7,464	12.85	+ 0.49
Mack	9,287	10.49	6,145	10.58	− 0.09
Freightliner	7,258	8.19	4,956	8.53	− 0.34
Kenworth	6,533	7.38	3,070	5.28	+ 2.10
Peterbilt	5,875	6.63	3,195	5.50	+ 1.13
Chevrolet	4,162	4.70	3,286	5.66	− 0.96
White	3,400	3.84	1,064	1.83	+ 2.01
Volvo	881	0.99	709	1.22	− 0.23
Autocar	581	0.66	462	0.80	− 0.14
Mercedes-Benz	312	0.35	425	0.73	− 0.38
Western Star	256	0.29	145	0.25	− 0.04
Miscellaneous	576	0.65	528	0.91	− 0.26
TOTALS	88,566	100.00	58,099	100.00	.....

★—Groups 7 and 8 trucks only; New York and Oklahoma for 1984 compiled from manufacturers' sales records; no registrations for Oklahoma, 1983.

Total of 1,960,557 tops 1978 standard

6-month truck registrations hit peak

Continued from Page 18

from the year-ago 34,950 units, but far below the 73,756 tallies in the first half of 1978 and the alltime high of 83,631 vehicles registered through June in 1979.

• Ford was No. 1 in registrations in the first half with 570,845 units, which represented 29.12 percent of the industry total. Its share, however, was down 2.66 percentage points from last year, when it took 31.78 percent of the market with 433,863 tallies.

Runnerup Chevrolet accounted for 27.79 percent of the six-month total with 544,843 units, but it also lost market share. A year ago, it took 30.59 percent with 417,579 units, a loss of 2.80 points.

Dodge and Plymouth scored the biggest gains in penetration in the first half as a result of the heavy response to the new Chrysler minivans.

Through June, Dodge had 204,730 registrations representing 10.44 percent of the total. Its penetration was up 1.37 points from last year, when it had 9.07 percent with 123,765 tallies.

Plymouth registrations through June totaled 39,391 units good for 2.01 percent of the total. The count was 1.66 points higher than last year's 0.35 percent with only 4,768 tallies.

Introduction of the downsized Jeep Cherokee and Wagoneer boosted the Jeep penetration by 1.06 points. This year, there were 68,512 Jeep tallies representing 3.50 percent of the total. A year ago, Jeep took 2.44 percent with 33,230 registrations.

Long Lincoln limo

American Custom Coachworks, Ltd., Beverly Hills, Calif., is offering stretched Lincoln limousines which feature color TV, electric moonroof, cellular telephone and special suspension.

HD registrations for six months 2nd-highest ever

Continued from Page 18

crease of 52.4 percent over the year-ago 58,099 units.

The alltime high for the first six months was achieved in 1979, with the registration of 106,679 Groups 7 and 8 vehicles.

June tallies totaled 16,156 units, a gain of 52.3 percent over the 10,607 registered in the same month a year ago.

Six-month registrations of Group 7 trucks were up 30.4 percent to 30,196 units, compared with 23,149 last year. In the same period five years ago, 23,048 Group 7 trucks were tallied.

The Group 8 count in the first half was 58,370 units, an increase of 67 percent over last year's 34,950. But the total was far below the record 83,631 vehicles registered through June in 1979.

PACCAR Leasing adds 12 outlets, brings total to 67

Continued from Page 18

outlets, there are now 67 PacLease facilities providing service throughout the U.S. and Canada, the firm said.

Each PacLease franchise is locally owned and operated, and is equipped with a complete factory service facility and parts inventory. PACCAR Leasing headquarters in Bellevue, co-ordinates procedures and policies for the franchises.

Affiliated with PACCAR, Inc., PACCAR Leasing specializes in the leasing and rental of Kenworth and Peterbilt heavy trucks. Trailers, smaller trucks and driver leasing also are available through PacLease franchises.

U. C. dealer penalized in rollback case

HARRISBURG, Pa.—Edward D. Hobbs, a used-car dealer in Schuylkill County who was accused of rolling back odometers, will close his business for at least two years and pay $14,500 in penalties and refunds, according to the state attorney general's office here.

In an "assurance of voluntary compliance" document filed in Commonwealth Court here, Hobbs admitted no wrongdoing. However, he agreed to pay a $10,000 civil penalty and refund a total of $4,500 to three customers who bought cars with allegedly rolled-back odometers, the attorney general's office said.

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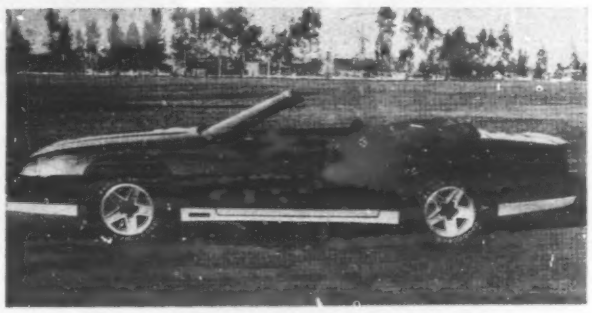

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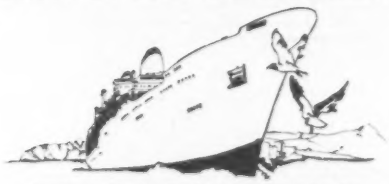

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NEW TRUCK SALES BY MAKE AND GVW CLASS

SIX MONTHS, 1984 VS. 1983★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,000-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**June '84**	.....	.....	.....	.....	.....	.....	.....	**129**	**129**
	June '83	.....	.....	.....	.....	.....	.....	.....	148	148
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**581**	**581**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	462	462
CHEVROLET	**June '84**	**51,073**	**44,281**	**3,547**	.....	**17**	**479**	**776**	**74**	**100,247**
	June '83	47,151	36,349	2,021	.....	23	408	613	33	86,598
	Year to Date '84	**275,697**	**242,990**	**19,334**	.....	**111**	**2,549**	**3,887**	**275**	**544,843**
	Year to Date '83	226,833	179,430	5,705	.....	129	2,196	3,054	232	417,579
(Memo Units) #	**June '84**	**34,599**	**18,719**	.....	.....	.....	.....	.....	.....	**53,318**
	June '83	32,019	15,760	.....	.....	.....	.....	.....	.....	47,779
	Year to Date '84	**188,747**	**98,579**	.....	.....	.....	.....	.....	.....	**287,326**
	Year to Date '83	155,049	73,868	.....	.....	.....	.....	.....	.....	228,917
DODGE	**June '84**	**26,217**	**13,031**	.....	.....	.....	.....	.....	.....	**39,248**
	June '83	13,601	10,378	.....	.....	.....	.....	.....	.....	23,979
	Year to Date '84	**135,806**	**68,924**	.....	.....	.....	.....	.....	.....	**204,730**
	Year to Date '83	74,307	49,458	.....	.....	.....	.....	.....	.....	123,765
(Memo Units) #	**June '84**	**19,393**	**8,376**	.....	.....	.....	.....	.....	.....	**27,769**
	June '83	8,713	7,603	.....	.....	.....	.....	.....	.....	16,316
	Year to Date '84	**96,781**	**43,151**	.....	.....	.....	.....	.....	.....	**139,932**
	Year to Date '83	45,599	35,062	.....	.....	.....	.....	.....	.....	80,661
FORD	**June '84**	**283,363**	**72,901**	.....	.....	.....	**853**	**2,270**	**1,051**	**105,438**
	June '83	33,139	50,676	.....	.....	.....	640	1,450	635	86,540
	Year to Date '84	**158,413**	**389,041**	.....	.....	.....	**5,989**	**12,001**	**5,401**	**570,845**
	Year to Date '83	156,684	260,675	.....	.....	.....	4,357	8,854	3,593	433,863
(Memo Units) #	**June '84**	**28,230**	**23,255**	.....	.....	.....	.....	.....	.....	**51,485**
	June '83	26,218	20,045	.....	.....	.....	.....	.....	.....	46,263
	Year to Date '84	**154,812**	**127,895**	.....	.....	.....	.....	.....	.....	**282,707**
	Year to Date '83	119,052	101,334	.....	.....	.....	.....	.....	.....	220,386
FREIGHTLINER	**June '84**	.....	.....	.....	.....	.....	.....	.....	**1,109**	**1,109**
	June '83	.....	.....	.....	.....	.....	.....	.....	1,146	1,246
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**7,258**	**7,258**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	4,956	4,956
GMC	**June '84**	**12,468**	**12,009**	**132**	.....	**220**	**424**	**1,009**	**1,230**	**27,572**
	June '83	11,108	11,492	40	.....	5	326	785	557	24,313
	Year to Date '84	**64,078**	**66,522**	**630**	.....	**986**	**2,526**	**6,179**	**5,632**	**146,553**
	Year to Date '83	50,922	56,661	130	.....	136	2,569	4,481	2,983	117,882
(Memo Units) #	**June '84**	**7,350**	**4,425**	.....	.....	.....	.....	.....	.....	**11,775**
	June '83	7,095	5,340	.....	.....	.....	.....	.....	.....	12,435
	Year to Date '84	**39,416**	**24,167**	.....	.....	.....	.....	.....	.....	**63,583**
	Year to Date '83	31,096	22,923	.....	.....	.....	.....	.....	.....	54,019
INTERNATIONAL	**June '84**	.....	.....	.....	.....	.....	**1,419**	**1,366**	**2,449**	**5,234**
	June '83	.....	.....	.....	.....	.....	1,625	1,065	1,417	4,107
	Year to Date '84	.....	.....	.....	.....	.....	**7,692**	**6,909**	**13,323**	**27,924**
	Year to Date '83	.....	.....	.....	.....	.....	7,689	5,308	8,895	21,892
JEEP	**June '84**	**11,695**	**1,607**	.....	.....	.....	.....	.....	.....	**13,302**
	June '83	4,031	2,535	.....	.....	.....	.....	.....	.....	6,566
	Year to Date '84	**57,986**	**10,526**	.....	.....	.....	.....	.....	.....	**68,512**
	Year to Date '83	19,842	13,398	.....	.....	.....	.....	.....	.....	33,240
(Memo Units) #	**June '84**	**11,695**	**1,325**	.....	.....	.....	.....	.....	.....	**13,020**
	June '83	4,031	2,199	.....	.....	.....	.....	.....	.....	6,230
	Year to Date '84	**57,986**	**8,668**	.....	.....	.....	.....	.....	.....	**66,654**
	Year to Date '83	19,842	11,132	.....	.....	.....	.....	.....	.....	30,974
KENWORTH	**June '84**	.....	.....	.....	.....	.....	.....	.....	**822**	**822**
	June '83	.....	.....	.....	.....	.....	.....	.....	458	458
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**6,533**	**6,533**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	3,070	3,070
MACK	**June '84**	.....	.....	.....	.....	.....	**296**	**61**	**1,958**	**2,315**
	June '83	.....	.....	.....	.....	.....	243	109	981	1,333
	Year to Date '84	.....	.....	.....	.....	.....	**1,581**	**261**	**9,026**	**10,868**
	Year to Date '83	.....	.....	.....	.....	.....	992	497	5,648	7,137
MERCEDES-BENZ	**June '84**	.....	.....	.....	.....	.....	**75**	**46**	.....	**121**
	June '83	.....	.....	.....	.....	.....	158	118	.....	276
	Year to Date '84	.....	.....	.....	.....	.....	**605**	**312**	.....	**917**
	Year to Date '83	.....	.....	.....	.....	.....	853	425	.....	1,278
PETERBILT	**June '84**	.....	.....	.....	.....	.....	.....	.....	**954**	**954**
	June '83	.....	.....	.....	.....	.....	.....	.....	510	510
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**5,875**	**5,875**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	3,195	3,195
PLYMOUTH	**June '84**	**7,587**	**9**	.....	.....	.....	.....	.....	.....	**75,596**
	June '83	437	476	.....	.....	.....	.....	.....	.....	913
	Year to Date '84	**39,295**	**96**	.....	.....	.....	.....	.....	.....	**39,391**
	Year to Date '83	2,595	2,173	.....	.....	.....	.....	.....	.....	4,768
VOLVO	**June '84**	.....	.....	.....	.....	.....	.....	**104**	**82**	**186**
	June '83	.....	.....	.....	.....	.....	.....	105	67	172
	Year to Date '84	.....	.....	.....	.....	.....	.....	**601**	**280**	**881**
	Year to Date '83	.....	.....	.....	.....	.....	.....	403	306	709
WESTERN STAR	**June '84**	.....	.....	.....	.....	.....	.....	.....	**43**	**43**
	June '83	.....	.....	.....	.....	.....	.....	.....	22	22
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**256**	**256**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	145	145
WHITE	**June '84**	.....	.....	.....	.....	.....	.....	.....	**430**	**430**
	June '83	.....	.....	.....	.....	.....	.....	.....	181	181
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**3,400**	**3,400**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	1,064	1,064
MISCELLANEOUS*	**June '84**	**57,421**	**760**	**19**	**85**	.....	**8**	**12**	**101**	**58,406**
	June '83	36,725	761	.....	34	.....	.....	21	86	37,627
	Year to Date '84	**316,546**	**3,615**	**95**	**329**	.....	**29**	**46**	**530**	**321,190**
	Year to Date '83	185,732	3,632	.....	149	5	.....	127	401	190,046
TOTALS	**June '84**	**194,824**	**144,598**	**3,698**	**85**	**237**	**3,554**	**5,724**	**10,432**	**363,152**
	June '83	146,192	112,667	2,061	34	28	3,400	4,266	6,341	27,489
	Year to Date '84	**1,047,821**	**781,714**	**20,059**	**329**	**1,097**	**20,971**	**30,196**	**58,370**	**1,960,557**
	Year to Date '83	716,615	565,417	5,835	149	270	18,656	23,149	34,950	1,365,041

★—New York and Oklahoma for 1984 compiled from manufacturers' sales reports; no Oklahoma registrations for 1983.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura and Jimmy. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data